WHAT IS CLAIMED IS:

1.   A method for structuring a deal by a dealer, using a network based system including a server system coupled to a centralized database and at least one client system, said method comprising:

receiving a loan application from a buyer regarding the deal and running a credit report based on the loan application;

analyzing the credit report to evaluate the buyer's creditworthiness in relationship to the deal; and

structuring the deal by the server system based on the buyer's creditworthiness and pre-determined credit criteria.

2.   A method according to Claim 1 wherein said step of receiving a loan application further comprises the step of receiving at least one of a social security number of the buyer, a date of birth of the buyer, a driver's license number of the buyer, an expiration date of the buyer's driver license number, a name of the nearest relative of the buyer, a name of the current landlord of the buyer, gross monthly income of the buyer, rent presently paid by the buyer, a mortgage amount per month paid by the buyer, other monthly debts of the buyer, residence stability information since age eighteen, and a number of years on the present job.

3.   A method according to Claim 1 wherein said step of receiving a loan application further comprises the step of receiving at least one of a model year of a vehicle, blue book value of the vehicle, a current mileage on the vehicle, a class of the vehicle, a cost of the vehicle, FR Gross, and a warranty cost on the vehicle.

4.   A method according to Claim 1 wherein said step of analyzing the credit report further comprises the step of scoring the credit report.

5.   A method according to Claim 4 wherein said step of scoring further comprises the step of scoring at least one of a number of years of established credit, a number of good credit items, a dollar amount related to a highest credit ever granted to the buyer by an institution, a number of derog credit items, a highest dollar amount ever established as a derog credit, a number of repossessions, a number of previous bankruptcies, a residence stability index, a number of years on the present job, gross

monthly income, rent and mortgage amount per month, and other monthly debts.

6.   A method according to Claim 4 wherein said step of scoring further comprises the steps of:

determining whether the buyer has at least one of a telephone bill, a utility bill and a checking account, in the buyer's name;

determining whether the buyer's spouse has co-signed the loan application; and

determining whether there is another co-signer in addition to buyer's spouse.

7.   A method according to Claim 4 wherein said step of scoring further comprises the steps of:

downloading at least one of a number of years of established credit, a number of good credit items, a dollar amount related to the highest credit ever granted to the buyer by an institution, a number of derog credit items, a highest dollar amount ever established as a derog credit, a number of repossessions, a number of previous bankruptcies, a residence stability index, a number of years on the present job, gross monthly income, rent and mortgage amount per month, and other monthly debts;

downloading a response to at least one of a question a) whether the buyer has at least one of a phone bill, a utility bill and a checking account, in the buyer's name; b) whether the buyer's spouse has cosigned the loan application, c) whether there is another cosigner in addition to buyer's spouse.

8.   A method according to Claim 7 wherein said steps of downloading further comprise the steps of:

accessing the centralized database;

searching the centralized database to obtain the buyer's information based on the buyer's loan application and the credit report;

retrieving information from the centralized database; and

transmitting the retrieved information to the client system for display by the client system.

9.　　A method according to Claim 7 wherein said step of structuring the deal by the server system further comprises the step of adjusting the deal based on at least one of a down payment, a price of the deal, a term of the deal, other related costs, an amount financed, a class, and a dealer discount.

10.　　A method according to Claim 7 wherein said step of structuring the deal by the server system further comprises the step of providing guidance to the dealer utilizing a cartoon character based on the pre-determined credit criteria to adjust at least one of a down payment, a price of the deal, a term of the deal, other related costs, an amount financed, a class, and a dealer discount.

11.　　A method according to Claim 1 further comprising the steps of:

reviewing the loan application and the credit report of the buyer;

auditing underlying documents in compliance with local, state, and federal guidelines for funding the deal; and

issuing a check to the dealer pursuant to legal agreements to fund the deal.

12.　　The method according to Claim 1 wherein the client system and the server system are connected via a network and wherein the network is one of a wide area network, a local area network, an intranet and the Internet.

13.　　A system for managing dealer transactions in compliance with federal and state regulations, said system comprising:

a client system comprising a browser;

a data storage for storing information;

at least one server system configured to be coupled via a network to said client system and said data storage device, said server system further configured to:

provide an access to a dealer after the dealer has been authenticated;

run a credit report on a buyer based on the buyer's loan application;

receive additional information from the dealer about the deal after the buyer information has been automatically transferred to a deal structure user interface; and

approve the deal based on pre-determined credit criteria, and if the deal cannot be approved, provide guidance to the dealer utilizing a cartoon character based on the pre-determined credit criteria to adjust the deal structure parameters.

14.   A system according to Claim 13 wherein said client system is further configured with:

a displaying component for displaying a variety of options to a user; and

a sending component to send an inquiry to the server system so that the server system can process and download the requested information to the client system.

15.   A system according to Claim 14 wherein the sending component functions in response to a click of a mouse button.

16.   A system according to Claim 14 wherein the sending component functions in response to a voice command.

17.   A system according to Claim 13 wherein said client system is further configured to be protected from access by unauthorized individuals.

18.   A system according to Claim 13 wherein said server system is configured to send automatic e-mail notifications to parties involved.

19.   A computer to facilitate online processing and approval of deals, said computer coupled to a centralized database and programmed to:

receive deal information in to the centralized database;

store the deal information into various subsections of the centralized database and cross reference the deal information against a dealer identification for easy retrieval and update;

evaluate the deal based on pre-determined credit criteria; and

provide guidance to the dealer to adjust the deal based on pre-determined

underwriting criteria and approve the deal after the dealer has made changes based on the provided guidance; and

generate management reports to track the deal status.

20.   The computer according to Claim 19 further programmed to provide a notification to users via electronic mail regarding final decision.

21.   The computer according to Claim 19 further programmed to provide flexibility to an administrator to make changes to the centralized database by at least one of adding, modifying and deleting the deal information.

22.   The computer according to Claim 19 wherein the deal information comprises at least one of:

a)   a number of years of established credit,

b)   a number of good credit items,

c)   a dollar amount related to a highest credit ever granted to the buyer by an institution,

d)   a number of derog credit items,

e)   a highest dollar amount ever established as a derog credit,

f)   a number of repossessions or auto leases,

g)   a number of previous bankruptcies,

h)   a residence stability index,

i)   a number of years on a present job,

j)   gross monthly income,

k)   rent and mortgage amount per month,

l)   other monthly debts,

m)   a response to a question whether the buyer has at least one of a phone bill, a utility bill and a checking account, in the buyer's name,

n)   a response to a question whether the buyer's spouse has cosigned the loan application,

o)   a response to a question whether there is another cosigner in addition to the buyer's spouse

p)   a model year of the vehicle,

q)   blue book value of the vehicle,

r)   current mileage on the vehicle,

s)   a class of the vehicle,

t)   a cost of the vehicle,

u)   FR Gross, and

v)   a warranty cost on the vehicle.

23.   The computer according to Claim 19 further programmed to download at least one of a home page user interface, credit report user interface, a customer information user interface, deal calculation user interface and a deal structure user interface.

24.   A computer program embodied on a computer readable medium for processing and approving deals based on pre-defined risk guidelines, comprising a code segment that:

receives a deal from the dealer;

evaluates the deal based on the pre-defined risk guidelines, and

provides a decision to the dealer of at least one of approving and rejecting the deal after the underlying documents are audited to ensure compliance with state and

federal regulations.

25.   The computer program as recited in Claim 24 further includes a code segment that evaluates the deal utilizing at least one of a term, an advance, and a discount.

26.   The computer program as recited in Claim 24 wherein the term is determined by at least one of a year of the vehicle, mileage, and a Class combined with a Customer Factor.

27.   The computer program as recited in Claim 24 wherein the advance allowed is determined by at least one of a Wholesale Kelley Bluebook value, a NADA Trade Value, mileage, and a Class of the vehicle.

28.   The computer program as recited in Claim 24 wherein the discount is determined by utilizing at least one of a Payment Probability Model, a Minimum Discount Model to determine minimum discounts for a certain sets of input, and an Extra Term Model.

29.   The computer program as recited in Claim 24 further includes a code segment that generates various management reports based on the dealer selected criteria in a pre-determined format to track dealer transactions.

30.   The computer program as recited in Claim 24 further includes a code segment that monitors the security by restricting access to unauthorized individuals.

31.   A database to manage dealer transactions and facilitate deal structuring for dealers, said database comprising:

data corresponding to at least one of Dealers Information, Vehicle Information, Dealer Transactions, Buyers Information, and Credit Guidelines; wherein the data corresponding to at least one of Dealers Information and Dealer Transactions is cross referenced to data corresponding Buyers Information.

32.   A database according to Claim 31 further comprising data corresponding to at least one of dealers across the United States, Various vehicles information, Class codes, Class types indicating at least one of Domestic and Imported type, Blue book values, Buyer's contact information, Credit report information pertaining to each buyer, and Various credit guidelines.

33.   A database according to Claim 31 further comprising data corresponding to dealers preferences for products and services.

34.   A database according to Claim 31 further comprising data corresponding to dealers performance metrics.

35.   A database according to Claim 31 further comprising data corresponding to buyers preferences for products and services.

36.   A database according to Claim 31 further comprising data corresponding to negative history of at least one of dealers and buyers.

37.   A database according to Claim 31, wherein data corresponding to at least one of Dealers Information, Vehicle Information, Dealer Transactions, Buyers Information, and Credit Guidelines is further divided into several individualized sub-sections to store data in various different categories.

38.   A method for structuring a deal by a dealer for a buyer, using a network based system including a server system coupled to a centralized database and at least one client system, said method comprising:

accepting deal data from the client system and running a credit report based on the deal data;

determining the buyer's credit worthiness by scoring the credit report based on pre-determined credit guidelines stored on the server system;

providing the response to the client system based on at least one of deal data and the buyer's credit worthiness; and

structuring the deal based on the deal data.

39.   A method according to Claim 38 wherein said steps of providing the response to the client system further comprises the steps of:

providing at least one of a YES/YES, a YES/NO, a NO/YES, and a NO/NO response from the server system; and

providing guidance to the dealer utilizing a cartoon character based on the pre-determined credit criteria to adjust at least one of a down payment, a price of the deal, a term of the deal, other related costs, an amount financed, a class, and a dealer discount to obtain a YES/YES response from the server system.

40.   A method according to Claim 39 wherein the response YES/YES refers to an approval of the deal structured and an approval of amount financed by the dealer.

41.   A method according to Claim 39 wherein the response YES/NO refers to an approval of the deal structured and a rejection of amount financed by the dealer.

42.   A method according to Claim 39 wherein the response NO/YES refers to a rejection of the deal structured and an approval of amount financed by the dealer.

43.   A method according to Claim 39 wherein the response NO/NO refers to a rejection of the deal structured and a rejection of amount financed by the dealer.

44.   A method according to Claim 38 further comprising the steps of:

reviewing the loan application and the credit report of the buyer;

auditing underlying documents in compliance with local, state, and federal guidelines for funding the deal; and

issuing a check to the dealer pursuant to legal agreements to fund the deal.

45.   The method according to Claim 38 wherein the client system and the server system are connected via a network and wherein the network is one of a wide area network, a local area network, an intranet and the Internet.